



# County of Los Angeles CHIEF EXECUTIVE OFFICE

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(213) 974-1101  
<http://ceo.lacounty.gov>

WILLIAM T FUJIOKA  
Chief Executive Officer

November 6, 2007

The Honorable Board of Supervisors  
County of Los Angeles  
383 Kenneth Hahn Hall of Administration  
500 West Temple Street  
Los Angeles, CA 90012

Dear Supervisors:

**INTERNAL SERVICES DEPARTMENT:  
REQUEST FOR APPROVAL OF  
THE ENERGY EFFICIENCY PROJECT SERVICES  
MASTER AGREEMENT  
(ALL DISTRICTS - 3 VOTES)**

**IT IS RECOMMENDED THAT YOUR BOARD:**

1. Authorize the Director, Internal Services Department (ISD), or his designee, to execute Energy Efficiency Project Services Master Agreements (Master Agreement), with the 24 companies listed on Attachment 1, effective upon execution, and ending October 31, 2015, with two additional one-year renewal options and six month-to-month extensions exercisable by the Director, ISD, or his designee.
2. Authorize the Director, ISD or his designee to execute Agreements with new vendors as the vendors become qualified under the Master Agreement throughout the term of the Master Agreement and execute applicable Agreement amendments when the original contracting entity has merged, been purchased or has otherwise changed.

**PURPOSE/JUSTIFICATION OF RECOMMENDED ACTIONS**

On January 16, 2007, your Board approved a Countywide Energy and Environmental Policy to pursue and implement Energy Efficiency Projects at County facilities. ISD will utilize this Master Agreement to provide a pool of readily available pre-qualified, energy efficiency project vendors who, under ISD's management, will perform a variety of

Board of Supervisors  
GLORIA MOLINA  
First District

YVONNE B. BURKE  
Second District

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Fifth District

energy efficiency project services throughout County facilities. The range of energy efficiency projects to be implemented is identified in Attachment 2 and is described below:

- Lighting, lighting controls and other lighting equipment retrofits
- Heating, Ventilating and Air Conditioning equipment and Controls Retrofits, Facility Retro Commissioning
- Demand reduction technologies such as thermal storage and demand response programs
- Renewable power installations utilizing solar and wind technology
- Distributed generation installations

### **Implementation of Strategic Plan Goals**

The recommended action supports the Countywide Strategic Plan Goal Number 1, Service Excellence; Goal Number 3, Organizational Effectiveness; and Goal Number 4, Fiscal Responsibility by effectively managing County resources.

### **FISCAL IMPACT/FINANCING**

Expenditures under the Master Agreement will vary from year to year based on the availability of funding to implement energy efficiency projects. Projects will be funded through a variety of funding sources including annual budget appropriations, Productivity Investment Fund loans and external sources including the California Public Utilities Commission (CPUC). For fiscal year 2007/08, the ISD Utilities Budget appropriation of \$5 million for energy efficiency projects will be used under this Master Agreement. ISD may also utilize the Master Agreement to implement projects using a \$6 million grant received from the CPUC for calendar years 2006 through 2008. All Master Agreement expenditures will remain within budgeted appropriations from each funding source. Contractors will not be asked to perform services which exceed the amounts, scope of work, and dates specified in each individual work order. ISD will request sufficient appropriation in future years as is necessary.

### **FACTS AND PROVISIONS/LEGAL REQUIREMENTS**

The terms and conditions of the proposed Master Agreement have been approved as to form by County Counsel. The Master Agreement contains the Board's required contract provisions including those pertaining to consideration of qualified County employees targeted for layoff as well as qualified GAIN/GROW participants for employment openings, and compliance with the Jury Service Ordinance, Safely Surrendered Baby Law and the Child Support Program.

The Master Agreement is not a Proposition A Agreement due to the technical nature of the services provided and, therefore, not subject to the Living Wage Program (County Code Chapter 2.201). It has been determined that the services under these Agreements do not impact Board Policy No. 5.030, "Low Cost Labor Resource Program," because of the specialized training needed to perform the work.

### **CONTRACTING PROCESS**

On July 24, 2007, ISD released a Request for Statement of Qualifications (RFSQ) for Energy Efficiency Project Services and posted the solicitation and contracting opportunity announcement on the County's "Doing Business with Us" web site (Attachment 3). To ensure maximum participation of vendors, a Master Agreement informational brochure was sent to 233 different companies inviting them to a vendor's conference. A vendor's conference was conducted on August 21, 2007 and 23 vendors were represented.

Since the release of the RFSQ, 29 responses have been received and reviewed for compliance with the RFSQ. Minimum requirements identified in the RFSQ included 2 years experience within the last 3 years in the category for which the vendors were attempting to qualify. Twenty-four vendors (Attachment 1) were determined to be qualified and are being recommended for the Master Agreement. Five vendors submitted an incomplete Statement of Qualifications (SOQ) and the Department is working with these vendors to remedy the omissions and determine if they are qualified for an Agreement. Community Business Enterprise Program information for each recommended vendor is identified in Attachment 4. Two vendors are certified as a Local Small Business Enterprise (LSBE). Contractors were selected without regard to gender, race, creed, color or national origin for award of a Master Agreement.

New vendors may qualify for a Master Agreement at any time by submitting an SOQ. These vendors will be added to the Master Agreement if they meet the minimum requirements as identified in the RFSQ. Thereafter, they will be solicited under competitive conditions to provide energy efficiency project services under work orders executed by ISD.

Approval of the Master Agreement does not guarantee a contractor any minimum amount of business. The County only incurs an obligation as individual work orders are issued. All active contractors can bid on services and receive work order solicitations released in the Master Agreement categories where the contractor has been pre-qualified. Work order awards will be made to the lowest priced qualified contractor unless other selection criteria are set forth in the work order availability notice. Contractors certified as a Local Small Business Enterprise (LSBE) will receive the 5% LSBE preference on their individual work order bids.

The Honorable Board of Supervisors  
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**IMPACT ON CURRENT SERVICES (OR PROJECTS)**

The Master Agreement supports the goals of the County's Energy and Environmental Policy. Approval of the Master Agreement will greatly enhance ISD's ability to achieve the stated Policy goal of a 20% energy consumption reduction by 2015. Reducing energy consumption means greater County funding is available to provide other critical services to County constituents.

**CONCLUSION**

The Executive Office, Board of Supervisors, is requested to return one stamped copy of the approved Board letter to the Director, ISD.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "William T. Fujioka", with a stylized flourish at the end.

William T Fujioka  
Chief Executive Officer

WTF:LN:DL  
GS:CL:dc

Attachments (4)

c: County Counsel  
Director, Internal Services Department

Energy Efficiency Project Services Master Agreement.bl

**ENERGY EFFICIENCY PROJECT SERVICES MASTER AGREEMENT**  
**QUALIFIED VENDORS AND CATEGORIES**

	<b><u>Vendor Name</u></b>	<b>Retrofits (Design and Installation)</b>	<b>Renewable Resources and Distributed Generation</b>	<b>Cogeneration Design and Installation of a plant or Integration into Existing Site</b>	<b>Commissioning and Retro- Commissioning</b>	<b>Demand Response Design and Installation</b>	<b>Demand Reduction Design and Installation</b>	<b>Miscellaneous Office Control Systems Design and Installation</b>
1	Ameresco, Inc.	X			X	X	X	X
2	Architectural Energy Corporation				X			
3	Arup North America Limited				X	X	X	
4	California Retrofit, Inc.	X				X		
5	Centrifugal Technologies, Incorporated	X						
6	Chevron U.S.A., Inc.	X	X	X	X	X	X	X
7	DMJM + Harris, Inc.	X	X	X				
8	EMC Engineers, Inc.	X			X	X	X	
9	Enovity, Inc.	X			X	X		X
10	The Guerra Companies d.b.a Executive Lighting Services	X						
11	Facility Dynamics Engineering				X	X		
12	Farnsworth Group Inc.				X			
13	Faith Com Inc. d.b.a FCI Management Consultants	X						
14	Glumac	X			X			
15	Intergy Corporation	X	X	X	X	X	X	
16	Keithly Barber Associates, Inc.				X			

**ENERGY EFFICIENCY PROJECT SERVICES MASTER AGREEMENT**  
**QUALIFIED VENDORS AND CATEGORIES**

	<b>Vendor Name</b>	<b>Retrofits (Design and Installation)</b>	<b>Renewable Resources and Distributed Generation</b>	<b>Cogeneration Design and Installation of a plant or Integration into Existing Site</b>	<b>Commissioning and Retro- Commissioning</b>	<b>Demand Response Design and Installation</b>	<b>Demand Reduction Design and Installation</b>	<b>Miscellaneous Office Control Systems Design and Installation</b>
17	<b>Marketable Engineered Projects, LLC. d.b.a Marketable Ventures</b>	X						
18	<b>MBO, Inc.</b>				X			
19	<b>MEDG, LLC.</b>	X						
20	<b>Noresco Holdings, Inc.</b>	X	X	X	X	X	X	X
21	<b>Southern CA Boiler, Inc.</b>	X						
22	<b>Syska Henessy Group, Inc.</b>			X				
23	<b>TMCX California, Inc.</b>				X			
24	<b>TMAD Taylor &amp; Gaines Engineers</b>	X	X		X	X		X

## **ENERGY EFFICIENCY PROJECT SERVICES MASTER AGREEMENT CATEGORIES**

### **1. Retrofits (Design and Installation)**

- Lighting (including audits, energy savings calculations and retrofits)
- Lighting Controls (including programmable controls, occupancy sensors)
- HVAC Retrofits (chillers, installation of VFD's, premium efficiency motors/pumps, state of the art control systems; includes comprehensive audit, design and installation)
- Carbon Monoxide sensors (audit, design, installation)
- Boiler Replacements /Boiler Controls

### **2. Renewable Resources and Distributed Generation (non-combined heat and power (CHP) application) Design and Installation**

- Solar power application
- Wind power application
- Fuel Cells application
- Small Cogen plant or integration into existing site
- Micro turbines plant or integration into existing site

### **3. Cogeneration (any combined heat and power application) Design and Installation of a Plant or Integration into Existing Site:**

- Engines
- Gas Turbines
- Renewable resources and distributed generation in CHP application

### **4. Commissioning and Retro-Commissioning:**

- Facility audits
- Facility energy consumption benchmark reporting
- Facility energy consumption systems operations modeling
- Programming facility HVAC system operations
- Making minor repairs to HVAC system equipment and controls

### **5. Demand Response Design and Installation**

- Lighting and lighting control systems
- HVAC control systems
- Other equipment controls

## **ENERGY EFFICIENCY PROJECT SERVICES MASTER AGREEMENT CATEGORIES**

### **6. Demand Reduction Design and Installation**

- Thermal storage
- Power reduction controllers
- Mechanical and electrical storage devices

### **7. Miscellaneous Office Control Systems Design and Installation**

- Plug load/workstation controls
- PC network controls



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**Bid Detail Information****Bid Detail Information**

**Bid Number :** 103919  
**Bid Title :** Energy Efficiency Project Services Request for Statement of Qualifications  
**Bid Type :** Service  
**Department :** Internal Services Department  
**Commodity :** ENERGY CONSERVATION SERVICES (INCLUDING AUDITS)  
**Open Date :** 7/24/2007  
**Closing Date :** Continuous  
**Bid Amount :** \$ 00,000  
**Bid Download :** [Available](#)  
**Bid Description :** The purpose of this Request for Statement of Qualifications (RFSQ) is to obtain qualified vendors to ensure that the Countywide Energy and ENvironmental Policy objective of 20% reduction of energy consumption in County facilities is met by the year 2015.  
**Contact Name :** Ana Davila  
**Contact Phone# :** (323) 881-5178  
**Contact Email :** [adavila@isd.lacounty.gov](mailto:adavila@isd.lacounty.gov)  
**Last Changed On :** 8/16/2007 6:33:45 AM

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**COUNTY OF LOS ANGELES  
COMMUNITY BUSINESS ENTERPRISE PROGRAM (CBE)**

Attachment 4

**ENERGY EFFICIENCY PROJECT SERVICES MASTER AGREEMENT QUALIFIED VENDORS**

FIRM INFORMATION		Ameresco, Inc.	Architectural Energy Corporation	Arup North America, Limited	California Retrofit, Inc.	Centrifugal Technologies, Inc.	Chevron U.S.A., Inc.	DMJM + Harris, Inc.
OWNERS/PARTNERS	Cultural/Ethnic Composition	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership
	Black/African American	0%	0%	0%	0%	0%	0%	0%
	Hispanic/Latin American	0%	0%	0%	0%	0%	0%	0%
	Asian American	0%	0%	0%	0%	0%	0%	0%
	American Indian/Alaskan	0%	0%	0%	Publicly Traded	0%	Publicly Traded	Publicly Traded
	All others	100%	100%	100%		100%		
	Women (included above)	0%	0%	0%	0%	0%	0%	0%
	Number of owners/partners	Number	Number	Number	Number	Number	Number	Number
		1	4	13	13	1	0	0
		Number	Number	Number	Number	Number	Number	Number
MANAGER	Black/African American	6	0	0	0	0	0	7
	Hispanic/Latin American	1	0	0	0	0	0	28
	Asian American	6	0	0	0	0	0	34
	American Indian/Alaskan	0	0	0	0	0	0	0
	All others	54	0	12	13	2	0	458
	Women (included above)	12	0	5	0	0	0	42
	Black/African American	13	0	0	0	0	0	141
	Hispanic/Latin American	9	3	12	12	0	0	173
	Asian American	21	7	21	21	0	0	268
	American Indian/Alaskan	6	0	0	0	0	0	8
STAFF	All others	288	76	51	51	8	0	1055
	Women (included above)	56	0	23	0	0	0	440
	TOTAL # OF EMPLOYEES	405	90	109	110	11	0	2172
	BUSINESS STRUCTURE	Corporation	Corporation	Corporation	Corporation	Corporation	Corporation	Corporation
	County Certification							
	CBE							
	LSBE*							
	OTHER CERTIFYING AGENCY							

\*Total number of LSBE companies is two (2).

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OWNERS/PARTNERS	Cultural/Ethnic Composition	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership
	Black/African American	0%	0%	0%	0%	0.0%	100%	0%
	Hispanic/Latin American	0%	0%	0%	0%	0.0%	0%	0%
	Asian American	0%	0%	0%	0%	0.0%	0%	0%
	American Indian/Alaskan	0%	0%	Publicly Traded	Publicly Traded	0.0%	0%	0%
	All others	100%	100%			100.0%	0%	100%
	Women (included above)	0%	0%	0%	0%	9.4%	51%	0%
	Number	6	2	0	2	17	2	20
	Number	0	0	0	0	4	2	1
	Number	0	0	0	0	2	0	3
MANAGER	Black/African American	0	0	0	0	0	0	0
	Hispanic/Latin American	0	0	0	0	0	0	0
	Asian American	0	3	0	0	0	0	0
	American Indian/Alaskan	0	1	0	0	0	0	0
	All others	4	8	0	0	37	0	32
	Women (included above)	2	1	0	0	6	1	10
	Number	1	1	0	0	5	9	4
	Number	1	8	0	0	3	6	13
	Number	3	7	0	2	1	0	26
	Number	2	0	0	0	0	0	1
STAFF	American Indian/Alaskan	60	15	0	38	225	5	98
	All others	18	5	0	5	69	10	40
	Women (included above)	77	45	0	42	294	24	202
	TOTAL # OF EMPLOYEES	Corporation	Corporation	Corporation	Corporation	Corporation	Corporation	Corporation
	BUSINESS STRUCTURE							
	County Certification							
	CBE							
	LSBE*						X	
	OTHER CERTIFYING AGENCY						CA SBE	

\*Total number of LSBE companies is two (2).

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COMMUNITY BUSINESS ENTERPRISE PROGRAM (CBE)**

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FIRM INFORMATION		Intergy Corporation	Keithly Barber Associates, Inc.	Marketable Engineered Projects, LLC d/b/a Marketable Ventures	MBO, Inc.	MEDG, LLC	Noresco Holdings, Inc.	Southern CA Boiler, Inc.
OWNERS/PARTNERS	Cultural/Ethnic Composition	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership	% of Ownership
	Black/African American	0%	0%	0%	0%	0%	0%	1%
	Hispanic/Latin American	0%	0%	0%	66%	0%	0%	26%
	Asian American	100%	0%	0%	0%	0%	0%	1%
	American Indian/Alaskan	0%	0%	0%	0%	0%	Publicly Traded	0%
	All others	0%	100%	100%	34%	100%		72%
	Women (included above)	0%	0%	0%	0%	51%	0%	0%
		Number	Number	Number	Number	Number	Number	Number
	Number of owners/partners	2	2	2	3	2	0	67
		Number	Number	Number	Number	Number	Number	Number
MANAGER	Black/African American	0	0	0	0	0	7	0
	Hispanic/Latin American	0	0	0	0	0	12	0
	Asian American	1	0	0	0	1	7	0
	American Indian/Alaskan	0	0	0	0	0	1	0
	All others	0	6	0	0	2	71	10
	Women (included above)	0	3	0	0	0	14	2
	Black/African American	0	0	0	0	1	0	17
	Hispanic/Latin American	0	0	1	0	3	9	1
	Asian American	2	0	0	0	0	1	0
	American Indian/Alaskan	0	0	0	0	0	1	0
STAFF	All others	0	4	0	0	8	189	38
	Women (included above)	0	2	0	0	0	48	9
	TOTAL # OF EMPLOYEES	5	12	3	0	17	306	1
		Corporation	Corporation	LLC	Corporation	Corporation	Corporation	LLC
	BUSINESS STRUCTURE							
	County Certification							
	CBE							
	LSBE*			X				
	OTHER CERTIFYING AGENCY							

\*Total number of LSBE companies is two (2).

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FIRM INFORMATION		Syska Hennessy Group, Inc.	TMCX California, Inc.	TMAD Taylor & Gaines Engineers
OWNERS/PARTNERS	Cultural/Ethnic Composition	% of Ownership	% of Ownership	% of Ownership
	Black/African American	0%	0%	0%
	Hispanic/Latin American	0%	0%	6%
	Asian American	1%	0%	53%
	American Indian/Alaskan	0%	0%	0%
	All others	99%	100%	41%
	Women (included above)	0%	0%	0%
		Number	Number	Number
	Number of owners/partners	13	2	83
		Number	Number	Number
MANAGER	Black/African American	1	0	0
	Hispanic/Latin American	0	1	1
	Asian American	5	0	7
	American Indian/Alaskan	0	0	0
	All others	45	3	6
	Women (included above)	6	0	5
	Black/African American	52	0	5
	Hispanic/Latin American	79	2	42
	Asian American	113	0	82
	American Indian/Alaskan	0	0	1
STAFF	All others	360	2	71
	Women (included above)	157	1	53
	TOTAL # OF EMPLOYEES	668	10	298
	BUSINESS STRUCTURE	Corporation	Corporation	Corporation
	County Certification			
	CBE			
	LSBE*			
	OTHER CERTIFYING AGENCY			

\*Total number of LSBE companies is two (2).